



# ‘Chassis Hanin’: the Security Framemaker

*The company ‘Chassis Hanin’ (Marche-en-Famenne) has over one hundred years of existence. The company currently operates four SMEs and is a national and international reference in the field of frame and glazing.*

## A brief history

In 1905, George Hanin decided to create a company for mirrors and glass work in Marche-en-Famenne. The name ‘Hanin’ was maintained through the resumption of the mirrors by ‘Saint Gobain’ and the re-launch of carpentry activities by the Rutot’s family. Mathilde Denis and Pirlet Rutot bought ‘Chassis Hanin’ in 1993; the company expanded its production line by deciding to move towards aluminum and upscale PVC. Activities flourished and allowed Denis Rutot to receive the award for best beginner entrepreneur, granted by the jury of the management COMENEF from the French Chamber of Trade and Wholesalers, followed by the award of the ‘Godefroid d’Or’ from the Province Luxembourg.



*The National Bank of Belgium: the ‘Holy of Holies’ in securization! ‘Chassis Hanin’ placed steel doors there. Regrettably, taking photos inside is forbidden.*

Always with a cautious management philosophy and control, the company grew and acquired 100% of the ‘Miroiterie Jamboise’ of Jambes, company founded in 1959. The Rutot family did not stop there. In 2004, they bought the assets of the bankrupt ‘Vitrerie du Condroz’. At that time, the company was sufficiently diversified to fill all the stages of implementation, from design to installation.

## Security

In 2007, the company bought ‘Drion Bank Security’ founded in 1929 in Gembloux, specializing in Automated Teller Machines and anti-bullet frames. Denis Rutot and his wife decided to maintain the activity of ‘Drion Bank Security’ in Gembloux. The references are numerous in ATM, including the security of NATO and the Japanese Embassy.

## Products and high-end security

Running through a range of products proposed by ‘Chassis Hanin’, one soon realizes the diversity of its solutions. Four SMEs have complementary activities (aluminum frame, PVC, glas-

works and steel frame) for the same professional job. The frames reproduces identical forms of old wooden frame, in all shapes and in all colors. With all the techniques and benefits of modern frames! Thus, they have double glazing, performing insulation, multiple opening modes, anti-theft and reduced maintenance. It was a boon for specific customers of the epoch. The first clients were owners of luxury mansions and



buildings and of special glass structures. With the creation of bullet-proof and anti-theft frames, bank agencies, embassies, the Belgian Army, NATO and the National Bank of Belgium became loyal customers of ‘Chassis Hanin’. The Company has also designed and made automatic doors in Belgacom Tower, 170m high, located at Dausoulx, as well as soundproof doors located in walls of TGV corridor!

## Every single frame tested by the Royal Military Institute

The interior and exterior carpentries are certified to resist Kalashnikov 7.62x39 fires, core of hard steel of 7,83gr, and Remington 12 Jet Express Brenneke of 31gr. Both of these munitions are currently the most widespread in the world of terrorism and organized crime. ‘Chassis Hanin’ also offers airlocks and pass documents, as well as biometrics management systems. This level of input security is very often used by the managers of Texaco and Q8 petrol stations which have become regular clients.

## The craftsmanship in the service of the finest buildings and the safety of people!

This comprehensive strategy based on an absolute commitment to quality at all stages of product design has quickly paid off. The company works with a production craft, without assembly line or automation. The staff is highly trained and follows, step by step, the realization of its parts to create a specific product in response to requests ordered. This product respects the hallmarks of the House: quality, durability and beauty. The philosophy of ‘Chassis Hanin’ is to preserve esthetics, which is its strength, while working in the style of the time. For this, the raw material suppliers are carefully chosen and the company itself provides the measurement, the craftsmanship and installation of frames.

## An intelligent and prudent management

The current situation of the company owes much to the management assured by the Rutot family since 1992.

‘An extreme wariness’ (‘Une prudence de Sioux’) is a favorite reminder of Denis Rutot, who has developed his business and made the right choices for over ten years. Growth is wise, but determined. The Rutot’s perspicacity and insight of their staff led to develop a dynamic society, where each worker feels responsible for their construction and where technical challenges are a source of motivation and innovation.

## The union rather than the merger

The four companies run by the Rutot couple develop a philosophy of unity. The ‘Miroiterie Jamboise’, the ‘Comptoir des Glaces’ and ‘Drion Bank Security’ are subsidiaries of ‘Chassis Hanin’, but the three companies are managed independently. They complement each other without competing. Each society operates in a particular market with different products than the other two. But they maintain close family ties that reflect a beautiful overview of the sector. They, thus, combine products (frames, power windows and stained glass), materials (PVC, aluminum and steel) and high-level customers (private and professional). Many ideas are generated in the company. First of all, to adapt constantly to new market demands. In this way, the concept of ‘passive building’, i.e., the house with rigorous standards for energy efficiency, will also be carried out in beautiful mansions and castles one day. Security is a booming market, an opportunity for ‘Drion’ to develop anti-explosion and anti-terrorism products to the attention of its partners.



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